ASBESTOS

Vol. 5 MARCH 1924 No. 9

FURNISHING A COMMON VANTAGE GROUND WHERE THOSE INTERESTED IN ASBESTOS AND MAGNESIA MAY MEET FOR DISCUSSION

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Through the Looking-Glass

Like Alice in Wonderland, could we reduce our height to a small fraction of an inch, and bore our way through a section of pipe covering, we would be amazed by the turmoil of the battle waged by the covering to prevent the escape of heat.

Cutting through the canvas, we would pass through quiet little caves between masses of mineral matter. Passing through these alternate hollows and walls, the calm would soon disappear. In the spaces, whirls of air would begin, growing more and more violent as we approach the pipe. Swift, turbulent currents start from every point, dashing, eddying, swirling, clashing and interfering. These are convection currents gone mad, starting everywhere, getting nowhere because of the smallness of the spaces in which they move. Increasing heat scorches our faces: ether waves, "radiant heat." The walls grow hot to the touch from conducted heat. Nor are they still. They move—up, down, back, forth, twisting, shaking. They grind and groan under unceasing battering assaults.

Now we are through to the source of the uproar, the heated pipe. This vibrates with the velocity of steam flowing through it, expands, contracts with each slight variation of temperature, beats against its imprisoning covering like a wild beast against the bars of its cage.

What can best withstand such violent attacks, continued with unabated fury minute by minute, year by year? Long ago builders of bridges and skyscrapers learned the futility of attempting to build a perfectly rigid structure. There must be give and elasticity to shocks and blows. Otherwise vibration quickly causes shattering.

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NORRISTOWN, PA.

... ASBESTOS ...

A MONTHLY MARKET JOURNAL

DEVOTED TO THE INTERESTS OF THE ASBESTOS AND MAGNESIA INDUSTRIES

A. S. ROSSITER *EDITOR*

PUBLISHING OFFICE

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During the broadcasting of a radio program at Station WEAF, New York, the 250-watt bulbs used in transmitting, become so hot that asbestos gloves are worn by operators to remove the bulbs. Station WEAF is operated by the American Telephone and Telegraph Company.

In the Case of Aircell

By G. Henry Katz, *Engineer*,
Norristown Magnesia & Asbestos Company

The article referring to the asbestos industry in January "ASBESTOS," entitled, "Something Must be Done," and again the advertisement of Consolidated Asbestos Limited in the February issue, are most timely and to the point, and have led the writer to look at the advancing cost of 3 Ply Air Cell Covering.

We have no particular reason to select 3 Ply Air Cell Covering for investigation, except that it is one article in the Asbestos market which is made of almost pure asbestos fibre, and, in addition, is perhaps the most largely produced. It can, therefore, be considered and taken as a product which should be the most stable in price of all asbestos materials.

In the year 1913, 3 Ply Air Cell Covering reached the lowest selling price known to those familiar with the market in the past twenty years. It was selling, at that time, at 88% off list, and all manufacturers were thoroly dissatisfied with the lack of profits and practically no one was making money.

Let us, therefore, take the selling price at that period as approximately the cost of manufacture at that time, and compare with the selling price of today, keeping in mind the variation of price between 1913 and 1923 of the principal commodities that enter into the makeup of Air Cell. The method of figuring used is not exact, but illustrates the case and a checking shows it to be sufficiently accurate for the purpose.

	Cost in 1913	Cost in 1923	Percentage of Increase
Labor	$ .17	$ .42½	150
Asbestos Fibre, 10-6	16.75	30. to 32.	85
Freight, Canada to Phila.	5.51	10.67	94
Coal Contract	1.15	3.50	204
Finished Asb. Paper (Market)	37.00	75.00	103
Cotton Sheeting	.04¼	.08¼	94
Silicate of Soda	.55	.85	54
Crates	.37	.77½	110
Average Percentage of Increase			111.8

Compare selling prices then and today:

1913—3 Ply Air Cell Covering was sold for 12 points of List (88% off).

1923—To be proportional to the increased cost, the 1923 selling price would be: 3 Ply Air Cell, 12 points plus 111.8%—25, points of List (74½ off).

In 1923 at 74½ off, the industry would be as well off, and no better than it was in the low-priced market of 1913.

How well off was it in 1913? That year was chosen for a comparison because it was one of the worst in the history of the industry. Everyone connected with it was thoroly disgusted.

But in 1923, 3 Ply actually sold, not at 74½, but as low as 82 off. At the present writing prices have gone lower, reaching 84. They will go still lower. All that is necessary is a request by the buyer for further reductions.

Such a ruinous course, deliberately chosen by us who are in it, towards one of the basic industries of this country, almost merits the destruction that will inevitably overtake it, and that soon, if it is continued.

Some will claim that this period of travail will decrease competition—that some of the weaker concerns will be forced to the wall, after which the limitation of producers will automatically raise the price and the profits for those remaining.

But such has never proven the case for any industries that lost their heads in this manner.

The weaker will be forced out, it is true, but as soon as prices raise, their plants will be taken over for next to nothing by others, who, with such slight overhead, will go in and choke the old survivors, finishing their ruin from the standpoint of a legitimate industry. It has happened to other dumb ones—it will to this.

There is only one basis on which the industry can be saved. That is: *honest prices and reasonable profits.*

A communication from Tropische Und Uberseeische Rohproducten of Hamburg, Germany, states that the production of asbestos in Russia during the year ending September 30, 1923, amounted to about 300,000 pud (5401½ short tons) of which 180,000 pud, or 3241 short tons were exported during the year.

Magnesia and Magnesite

By Albert P. Sachs, *Technical Director,*
Universal Trade Press Syndicate

Magnesia is a raw material of fundamental importance in many industries. In the following survey will be presented briefly, but as comprehensively as brevity will permit, the story of magnesia and its parent, magnesite.

In this, the first of the series, we shall discuss the mineralogy and occurrence in nature of magnesia and its chief mineral form, magnesite.

The element magnesium is of wide occurrence in nature in the form of many compounds. It is a constituent in small quantities of most silicate rocks, and is the chief constituent of many silicates such as augite, olivine, tourmaline, and serpentine. It is found also in several minerals of great economic importance. Among them may be mentioned asbestos ($CaMg_3[SiO_3]_4$), talc ($H_2Mg_3[SiO_3]_4$), meerschaum ($H_2Mg_2[SiO_3]_3H_2O$), spinel ($MgO\ Al_2O_3$), carnallite ($MgCl_2KCl\ 6H_2O$), Kainite ($MgSO_4K_2SO_4\ MgCl_2\ 6H_2O$), epsomite ($MgSo_4\ 7H_2O$), kieserite $MgSO_4\ H_2O$), dolomite ($MgCa[CO_3]_2$) and magnesite ($MgCO_3$).

Of these some have a use as such, for instance, asbestos, talc, and meerschaum. The soluble minerals (that is, soluble in water) may be used as such or may be converted into other magnesium compounds. Kainite and carnellite are worked up for their potassium content for fertilizer purposes and epsom salts (Magnesium sulfate) and magnesium chloride may be recovered as more or less valuable by-products.

But the source of a large part of the magnesia of commerce, for insulation materials, refractories, cements, artificial stones and pharmaceutical and technical chemicals is magnesite.

The name magnesite as originally applied by J. C. Delametherie in 1797 included several minerals containing magnesium, and is today used by the French as the name of what we call meerschaum, which is indeed a magnesium compound. The common usage by all except the

French is to call the mineral magnesium carbonate, $MgCO_3$, magnesite.

Magnesite seldom occurs as large, well-formed crystals, but it occurs in small ill-defined crystals forming masses of various textures. The properties of the crystals, large or small, are identical and are described below.

Mineralogically, magnesite is a member of the calcite group containing carbonates of bivalent metals crystallizing in the hexagonal system. The crystals are rhombohedral in aspect. The common members of this group are:

Mineral	*Cleavage Angle*	*Formula*
Calcite	74°55′	$CaCO_3$
Dolomite	73°45′	$(Ca\ Mg)CO_3$
Magnesite	72°36′	$MgCO_3$
Siderite	73°0′	$FeCO_3$
Rhodochrosite	73°0′	$MnCO_3$
Smithsonite	72°20′	$ZnCO_3$

These minerals are isomorphous, that is to say they are frequently found as ores in which one is partially substituted by another, not as a mixture, but as a homogeneous body. For instance, iron may replace part of the magnesium in magnesite, forming a ferruginous magnesite in which the iron is distributed with the greatest possible degree of fineness and thoroness. This is of great practical importance, as we shall see when we consider magnesia refractories.

Magnesite may be white, yellowish, gray, brown or red. In thin sections it is colorless. It is infusible, insoluble in cold acid, but effervesces easily with liberation of carbon dioxide when treated with warm acid.

The massive material is of two distinct varieties, the crystalline and the compact. The former consists of a spathose (i. e. cleavable) aggregate, showing bright cleavage surfaces of varying degrees of coarseness.

The compact form, sometimes described as amorphous, is cryptocrystalline, generally snow-white and has the appearance of chalk or unglazed porcelain.

The specific gravity of magnesite is 2.9 to 3.0, generally closer to the lower figure and the density is thus about 185 pounds per cubic foot. The analysis shows 85% to 96% magnesium carbonate with calcium and iron carbon-

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ates and a little silica, the latter being present most frequently in the compact form.

The compact variety of magnesite occurs as an alteration product of serpentine rocks in which it forms veins. Altho deposits of this kind are widely scattered thruout the world, only immense beds can be profitably worked. The commercial sources of the compact variety are in California (worked since 1891), the island of Euboeia in the Greek Archipelago, the Chalk Hills near Salem in Madras, India, the Transvaal, Piedmont, and several other localities on a smaller scale.

The spathose variety of magnesite occurs as beds and lenticular masses in metamorphosed sedimentary rocks. Deposits of this kind are worked in Quebec (Canada), Stevens County in Washington State and in the famous Styrian mines in Austria. The latter, which have been worked for a long time, extend from the Tyrol into northern Hungary and produce a ferruginous magnesite, frequently known as breunnerite.

The development of the Styrian mines is an excellent example of the value of technical research and technical control in industry. Spaeter and Co., of Cologne, Germany, while seeking other minerals in Styria, surveyed the vast magnesite beds in 1880. Altho the material was justly considered inferior to the Greek and Indian materials, which already were being marketed commercially, technical research and technical control, without any really important improvements over known processes, enabled Spaeter and Co. to obtain practically all of the world's business in refractory magnesia before the outbreak of the war.

The American beds were not extensively operated until the war. California had produced steadily since 1891, but in 1913 the output was only 8741 metric tons. This increased under war stress to 159,259 short tons in California in 1916. The material is of the compact kind.

Stevens County in Washington, where there are truly immense beds of the spathose variety, produced 715 metric tons in 1916.

In 1917 California and Washington produced 316,000 tons of crude magnesite, 211,000 tons from the former and 105,000 tons from the latter.

Owing to post war conditions and the extremely high

transportation charges which magnesite must bear to travel from the mines in the Pacific States to the Eastern consuming centers, by 1921, the quantity of crude magnesite sold or treated during that calendar year was only 47,904 short tons, all of which was mined in California. Very little was used in making refractories. Nearly all of the production was calcined and used to make plastic cements.

Note: The second of this series, which will appear within the next few months, will treat of "Plastic Magnesia Cements."

Method or Madness

In the days when Noah was building his ark, his neighbors declined to take him seriously and as a result their descendants have forever lost the opportunity to bob their hair and dodge automobiles and income taxes.

Only recently our attention has been directed to another "sign of the times" which, properly interpreted would no doubt save us from some impending catastrophe. Perhaps some of our readers can supply the answer.

Rumor has it that the birds have taken to building their nests out of asbestos fibre. Whether they prefer Rhodesian, Canadian or domestic fibres, we have not heard. but asbestos it is. A salesman for the American Insulation Company, on approaching a suburban prospect for asbestos shingles, was informed that he was not interested, and being pressed for a reason replied that the replacement cost was too heavy as the birds insisted on pulling the fibre out of the shingles to build nests with.

We have not yet decided whether their idea is to insulate the nest, or whether the bird has some inside information about an impending millenium and is preparing for the infernal regions.

Of course it may be that Mr. Bird finds this construction necessary to prevent a conflagration as a result of Mrs. Bird's remarks when he returns from some night work at the "office." What's your guess?

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EDITORIALS

Quality and a Price War.

The two terms—"quality" and "price war" seem not at all related. They are up for discussion because of the effect of the latter on the former.

A reputation for quality is built up only thru long service, and persistent advertising. Those firms which have acquired a real reputation for quality therefore are rather loath to spoil the cumulative effect of years of effort for any but the most drastic reasons.

Perhaps this is why those firms who advertise nationally, striving earnestly to live up to it and give their customers the very best material to be had for the money, are almost always the last to enter a price cutting contest.

A low price is always a temptation to the consumer. Even tho he knows that certain goods which he may have been using for years, are all they are claimed to be and all he wants them to be, there is always the thought lurking in his mind that perhaps the slightly cheaper material would give the same service.

When the cheaper material is only slightly cheaper, however, he can often overcome temptation, because the little money saved isn't worth the bother of changing.

But, when a price war comes along, the consumer is at sea. He is used to seeing the ABC, XYZ and KLM brands advertised as efficient, durable, etc., and he is likewise used to paying a little higher price for those brands. But when prices are cut and one and all of these brands cost less than the other somewhat cheaper brands, he doesn't know what to believe. It has always been the consumer's belief (and advertising has encouraged and fixed that belief) that the more you pay the more value you get, and he is unable to understand this sudden depreciation in price.

And in some cases he is more than justified in going cautiously. For often in the price cutting race, one concern who may be putting out a high grade material, makes up an inferior grade at a low price in order to meet the tremendously low price of his competitor. It is marketed under his name as manufacturer, even if not under the

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The Expert Examination of Asbestos Properties

brand name of the superior material—how can the consumer tell. It is something new; it is made by the manufacturer of ABC material; he has used ABC for years and has been pleased with it. Why not try this new material which, being made by the same people is probably as good or even better—perhaps some new improvement. So reasons the consumer and—there you are.

What has been done? You have deceived the consumer, unwittingly perhaps, and when he finds out as he undoubtedly will, that your material doesn't give good service, it shakes his confidence in your other brands as well.

You have, with the help of your price cutting competitors, destroyed the effects of years of reputation building, both theirs and yours, to say nothing of the thousands of dollars spent in impressing on the public mind your particular brand name.

Price cutting as a game, and as a scheme to hurt the other fellow may be all very well—but what about its effect on your own business—and on quality and good will?

The Contractor and Distributor.

Who are the Contractors and Distributors in the Asbestos Industry? Or, perhaps, to put the question a bit more plainly, what is their function?

The common meaning of the term "contractor" in this Industry is he whose particular business it is to install pipe covering of one sort or another.

The term "contractor" might be extended to include those who install all kinds of asbestos materials, but a moment's thought will convince anyone that, with the possible exception of Asbestos Theatre curtains, there is practically no other Asbestos material which is sold installed.

Think a moment—yarn, tape, paper, millboard, packings, gaskets, cloth, brake lining. The *sale* of these several articles is as far as the manufacturer or distributor goes. Even Asbestos Shingles are generally placed by the roofer or building contractor.

And that brings us to the term "distributor." Since practically no asbestos products outside of insulation materials are installed by the Industry, it is necessary to

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Yellow or Blue
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have some sort of term for the middleman who handles the other materials. And that middleman is known as the "distributor."

Now the contractor or distributor may be a branch office, or an agent, or he may simply be an independent firm, corporation or individual, selling asbestos materials, and, in the case of the distributor, often selling other lines as well.

In brief, the Contractor and Distributor are the "middlemen" in the Asbestos Industry, and as such are indispensable. We will have more to say about that later on.

The April number of "ASBESTOS" is being planned as a special number for the contractor and distributor. In it we will discuss his particular problems; describe his activities, show photographs of some of the men engaged in this particular field or the buildings in which they center their activities.

A letter has been addressed to a great many of the contractors and distributors, asking that they write us freely of their problems, and tell us what kind of material we can publish which will be of interest and help to them. We have asked them to send photos of their officials and of their office or warehouse buildings If we have missed anyone, we hope they will sit down immediately upon reading this, and send us information and photographs.

The April number will be a big and interesting one and we want everyone in the contracting and distributing line to help make it so.

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MARKET CONDITIONS

The general market situation seems to be regarded on every hand as most promising.

The automobile season shows every sign of opening with a bang just as soon as we have a week or two of nice weather.

Steel sales show marked improvement with prices steady.

Building construction is more than promising, even January showing an increase in valuation of contracts awarded, of $2,000,000 over December. Valuation of contracts awarded for residential buildings during December totalled $147,689,200, while in January it ran up to $170,185,800. Commercial and educational buildings fell off considerably in January but were made up by the large increases in hospitals and institutions, public works and utilities and religious buildings.

The tax reduction bill if made into law would undoubtedly have a good effect on business, but Congress seems to regard the throwing of political mud and hatching of political scandal as more important than relief to the taxpayer.

As to Asbestos:

Raw Material.

The raw material producers are greatly concerned over the condition of their market. They cannot be accused, however, of calmly folding hands and trusting in Providence. At least some of them are earnestly striving to find a solution of their problem, and suggesting various ways in which to better conditions. Probably the most important move in this direction is the endeavor to have Canadian taxes levied in some manner other than on production.

Raw material prices are practically where they were last month, despite the incomprehensible efforts of some producers to decrease them, and the heroic efforts of others to raise them to a more nearly sane level.

Insulation.

It has been our privilege to talk to several men in the insulation line recently, and without exception when asked

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how business is, they are very enthusiastic and optimistic, seeing good business ahead for some months to come—but when we mention "price," it's quite another story. A shrug of the shoulders is practically all the answer we get.

And on top of that one hears from several sources of a new low price quoted by certain contractors—a price which compels the assumption that the seller cannot possibly know his costs— or else ignores them.

Paper and Millboard.

The paper and millboard market is fairly active, and price is perhaps more stable in this line than in any other.

Textiles.

Textile demand also looks a little better, and some manufacturers are hopeful, but prices have taken no turn for the better.

Brake lining demand is good, but again price plays the part of the villain, and none of the brake lining manufacturers are making much money.

Asbestos Shingles.

The spring season for the shingle line is as yet hardly opened up, but promises a huge demand. Competition will continue heavy, both between the foreign and domestic markets and between U. S. A. manufacturers.

Summary.

We have tried to give you in the above some thought of value on each division of the Industry, but really, we believe the whole could be summed up by five words.—*Demand good—prices too low.*

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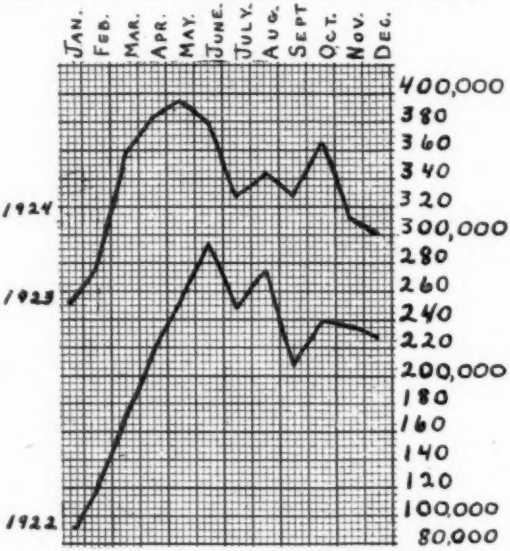
The Brake Lining Outlook

From One Point of View

The map reproduced on the opposite page by courtesy of the American Automobile Association, shows the division by States of the 15,000,000 cars and trucks registered in the United States during 1923. It should be of especial interest to manufacturers of Brake Lining, as an index to their markets, always considering, of course, that brake lining wears out much more quickly in the mountainous and hilly sections than in the plains.



AUTOMOBILE PRODUCTION

The dot for January 1924 was in some manner eliminated in the plate, but should be just about a space below the 320,000 mark. February 1924 production was 349,141, but the figure was not received in time to include in the graph.

A little more than 25 years ago there were four automobiles in the United States, and one of those was in a circus.

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Jacobs Building
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Branch Offices
Paris Yokohama Hamburg

During January 1924, 316,093 cars and trucks were produced, or about 12,000 more than the production for the preceding month.

In January 1923 the production figure was 243,539, and the same month in 1922 only 91,272.

The space between the lines in the graph on page 25 is rather remarkable and can, we dare say, be paralleled by nothing in the history of industry unless it be radio.

Charles M. Schwab, in an address before the National Automobile Chamber of Commerce recently said: "In a growing country like ours there can be no such thing as a saturation point. The use of the motor car is permanent and must be ever onward and increasing. I feel that the automobile industry today has greater prospects before it than the steel industry had twenty years ago."

In face of these facts, and the tremendous opportunities before the manufacturers of brake lining, it behooves those manufacturers—*all of them*—to so order and stabilize their industry that everyone will benefit. Elimination of wasteful methods, senseless price cutting, and other nefarious practices with a real effort to put the industry as a whole, on the high plain of honest merchandising will benefit all and harm no one.

Cresswell's Limited of Bradford, England, makers of the famous "Chekko" brake lining, suggest that the article published in January "ASBESTOS" concerning a new 100% asbestos yarn, is somewhat misleading.

As a matter of fact Cresswell's Limited have been making a 100% asbestos yarn for the past 20 years, using it first in the gas mantle field, and latterly in their "Chekko" linings. The specimen of this 100% yarn which they send us is surely a very high-grade article, and is manufactured from specially selected long asbestos crudes.

The yarn mentioned in the January number as being manufactured by the Worldbestos Corporation is an altogether different article, the chief difference lying in the process employed in its manufacture and the fact that it is made from comparatively short asbestos fibre. Unfortunately we are at the moment not at liberty to divulge information as to the process employed in its manufacture.

MANUFACTURERS OF

PACKINGS

FOR ASBESTOS, RUBBER AND PACKING COMPANIES

Compressed Sheet Packing
High Pressure Packings
Valve Stem Packing
Metallic Sheet Packing
Gaskets & Gasketing Material
Yarns, Cloth & Tape
Brake Lining

"Every operation, from the Asbestos Rock to the Finished Product, done at Our Own Factories."

ASBESTOS TEXTILE CO.

MILLS
North Brookfield
Mass.

GENERAL OFFICES
18 E. 41st Street
New York, N. Y.

Little Stories of Succes

III. R. V. Aycock Company

R. V. Aycock, President of the R. V. Aycock Company, has been interested in steam pipe covering since his college days. Whether this interest was acquired thru choice, or was thrust upon him, is a question, but at any rate when attending the University of Missouri, from which he graduated in 1910 as Mechanical Engineer, he made extensive tests and wrote a thesis on "Testing of Steam Pipe Coverings".

Soon after graduating he secured a position in the refrigeration business, remaining there until January 1, 1912, when he became connected with Keasbey & Mattison Company, as a salesman, travelling from their St. Louis Branch. In August 1913, Mr. Aycock was made Manager of the Kansas City Branch for that Company, holding that position until February 1st, 1915, when he started the R. V. Aycock Company, for the purpose of distributing Keasbey & Mattison Company's products in Western Missouri and Kansas. A year later his territory was increased to include Oklahoma, and in January, 1921 the Company was given the St. Louis territory, taking over the St. Louis branch of the Keasbey & Mattison Company.

The company now has its main office at Kansas City with branches at St. Louis, Mo., and Tulsa City, Okla. It was incorporated March 1st, 1920, and the following year Texas was added to the territory and a branch installed at Houston, while in January 1922 another Texas Branch was established at Dallas.

The R. V. Aycock Company distributes everything made of asbestos, as well as mechanical rubber goods, packings, prepared roofings of various kinds, doing application work in insulation, roofing, acoustic and mastic flooring.

The Company's slogan as stated on its trademark, is "Service-Quality-Price".

The first year of operations showed a total business of $40,000.00, which by 1923 had increased to approximately the million mark.

Production Statistics

Rhodesia.

	November 1923 Tons	Value
Bulawayo District—		
Nil desperandum (Afr. Asb. Mng. Co. Ltd.)	644	£12,876
Pangani (J. S. Hancock)	15	177
Shabanie (Rho. & Gen. Asb. Corp. Ltd.)	442	11,046
Victoria District—		
D. S. O. (G. King) October	24	86
Gath's (R. & Gen. Asb. Corp. Ltd.)	357	8,925
King (Rho. King Asb. Co., Ltd.)	160	3,212
	1,642	£36,322

October production in Rhodesia totalled 2,352 tons, valued at £146,345.

Union of South Africa.

Shipments and sales of asbestos in the Union of South Africa, as reported by the Department of Mines and Industries, for November 1923, were as follows:

Transvaal	229	£4,588
Cape	360	4,331
	589	£8,919

During the same month (November) in 1922, shipments were but 352 tons, valued at £5,469.

Czecho-Slovakia.

Mr. Karl Hermann, Prag, Czecho-Slovakia, has very kindly sent us specimens of crude asbestos found in his country, and tells us that the deposit, of which he is the owner, produced about 120 tons of chrysotile asbestos during 1923.

The fibre is harsh, very brittle, and not very long.

Paul Hammerich

Inspector of Asbestos, Crude and Fibre. Reports on Asbestos Mines and Mills.

THETFORD MINES - QUEBEC, CANADA

AMERICAN ASBESTOS COMPANY

Manufacturers of
Asbestos Textiles

NORRISTOWN, PA., U. S. A.

Headquarters for Yarns, Cloth, Tapes, Fibres, Brake Linings and Textiles Generally

WRITE FOR PRESENT PRICES

Carey

ASBESTOS and ASPHALT PRODUCTS

85% MAGNESIA

ASBESTOS FIBRE
Eight Standard Grades

MAGNESIA
Carbonate of Magnesia Powder
Pure Carbonate of Magnesia Blocks
Light Calcined Magnesia
Heavy Calcined Magnesia
In Technical and U. S. P. Grades

ASBESTOS AND MAGNESIA
PIPE AND BOILER COVERINGS
A correct heat insulation for each condition

ASBESTOS ROOFINGS
ASBESTOS PAPER AND MILLBOARD
INSULATING AND HIGH TEMPERATURE CEMENTS
BOILER SETTING CEMENT
ASBESTOS ROPE AND WICK PACKING
ASBESTOS GASKETS

PREPARED ASPHALT ROLL ROOFINGS
BUILT-UP ASPHALT ROOFINGS
SLATE SURFACE SHINGLES

WATERPROOFING
Asphalt and Tarred Felts
Waterproof Insulating Paper
Roof Paints
Asbestos Roof Cements
Asphalt Pitch

THE PHILIP CAREY COMPANY
Lockland, Cincinnati, Ohio

Your Contract Form

How often do you read over your contract form in the endeavor to see that it contains all it should contain.

Many things may have happened since your contract form was written, or may be going to happen before the expiration date of the contracts you are now signing. It is certainly to the interest of everyone who has a standard form of contract, to see that he is protected on every possible point.

Our attention has been called to a clause, used in the contract form of a rather prominent distributor for asbestos materials, which appears to be good business, and which the said distributor has very kindly passed along to us, so that all in the Industry might benefit by the suggestion.

This particular firm is incorporating in all of its proposals for materials to be delivered, or work to be done, in the future, a clause providing that any sales tax adopted by the Federal Government, which may affect such a transaction, will be added to and become a part of the proposal.

Many of our Asbestos people are at the present moment making contracts and commitments for delivery during the year, and it would seem to be a very wise move to use this clause for protection.

It is quite likely that a sales tax will be put into effect, especially if the soldiers' bonus should go thru; at any rate it wouldn't hurt to include the clause in your contract form as a safeguard.

AND SO THEY CUT THE PRICE

A young matron in whom the shopping instinct was strong, asked a German butcher the price of Hamburger steak.

"Twenty-five cents a pound," he replied.

"But," she said, "the price at the corner store is only twelve cents.

"Vell," said the butcher, "vy don't you puy down there?"

"They haven't any," she explained.

"Oh, I see," said the butcher. "Ven I don't have it, I sell it for ten cents."

REMEMBER it is the busiest man that always gets more business.

Imports and Exports of Asbestos

Imports into the U. S. A.

Unmanufactured Asbestos—

From	December 1923 Tons	December 1923 Value	Total for Year 1923 Tons	Total for Year 1923 Value
Africa (Br. South)	66	$4,949.00	250	$33,206.00
Africa (Portuguese)	279	49,020.00	1,745	313,202.00
Brazil	....	....	....	43.00
Canada	16,479	496,686.00	181,045	6,686,364.00
China	....	....	7	334.00
Czecho-Slovakia	....	....	....	58.00
England	58	5,470.00	1,571	376,306.00
France	....	....	....	47.00
Germany	....	75.00	250	32,376.00
	16,882	$556,200.00	184,861	$7,441,936.00

Manufactured Asbestos—

From	December 1923 Lbs.	December 1923 Value	Total for Year 1923 Lbs.	Total for Year 1923 Value
Austria	....	....	45,591	$ 15,777.00
Belgium	1,230,232	$21,390.00	13,573,426	240,530.00
Canada	49,460	2,767.00	657,806	37,732.00
China	....	....	4,692	3,454.00
England	18,392	6,923.00	171,892	81,163.00
France	3,835	1,158.00	64,972	4,093.00
Germany	....	....	454,590	11,160.00
Hungary	....	....	8,521	3,371.00
Italy	14	3.00	25,459	551.00
Netherlands	115	20.00	13,645	1,011.00
	1,302,048	$32,261.00	15,020,594	$398,842.00

Exports from the U. S. A.

Exports of unmanufactured asbestos for the month of December totalled 11 tons, valued at $2,051; for the entire year exports of unmanufactured asbestos amounted to 607 tons, valued at $48.525.

Exports of manufactured asbestos goods:

	December 1923 Lbs.	December 1923 Value	Total for Year 1923 Lbs.	Total for Year 1923 Value
Paper, Mlbd., Rlbd.	595,191	$34,320.00	3,559,848	$190,755.00
Pipe Covg. & Cement	425,928	40,423.00	5,667,731	426,085.00
Textiles, Yarn, Pkg.	68,614	49,113.00	1,037,786	672,488.00
Magnesia & Mfrs. of	7,073 sq.	34,922.00	104,445 sq.	423,392.00
Roofing	208,273	14,539.00	5,391,319	337,114.00
Other Manufactures	282,565	65,830.00	3,249,762	800,623.00
		$239,147.00		$2,850,457.00

Asbestos Corporation
of Canada, Limited

The Largest Producers of Raw Asbestos in the World

CRUDES
SPINNING FIBRES
SHINGLE STOCKS
PAPER STOCKS

Mines

Kings Mines, Thetford Mines, Quebec
Beaver Mines, " " "
B. C. Mines, Black Lake, "
Fraser Mines, E. Broughton, "

Head Office

Canada Cement Building
Phillips Square - Montreal

General Office

THETFORD MINES
Quebec, Canada

Exports from Canada (Raw Asbestos).

	November 1923 Tons	November 1923 Value	November 1922 Tons	November 1922 Value
United Kingdom	272	$24,530.00	146	$14,780.00
United States	11,079	450,446.00	6,491	303,532.00
Australia	40	1,950.00	....	....
Austria	...	....	....	....
Belgium	872	43,975.00	491	29,808.00
France	140	25,525.00	370	31,350.00
Germany	439	33,660.00	752	82,149.00
Italy	29	4,650.00	22	1,650.00
Japan	280	12,370.00	300	18,200.00
Netherlands	...	....	....	....
Spain	...	....	....	....
Switzerland	...	....	....	....
Other Countries	110	7,700.00	....	....
Total	13,261	$604,806.00	8,572	$481,469.00
Sand and Waste—				
United Kingdom	45	$ 675.00	....	....
United States	6,796	78,438.00	6,777	$75,498.00
Other Countries	228	3,656.00	60	900.00
Grand Total	20,330	$687,575.00	15,409	$557,867.00

Imports by England.

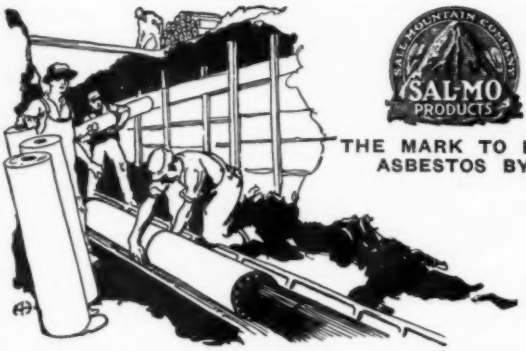
Imports of *Raw material* for December, and comparing the two years, 1922 and 1923:

From	December Tons	December Value	Year 1923 Tons	Year 1923 Value	Year 1922 Tons	Year 1922 Value
Rhodesia	872	£26,553	9,235	£293,944	2,233	£96,700
Canada	199	2,485	3,779	57,246	2,470	77,356
Other Countries	756	21,647	6,334	188,062	13,888	499,588
	1,827	£50,685	19,348	£539,252	18,591	£673,644

Exports by England.

Exports of *Manufactured Asbestos* products by England during December and comparing the totals for the two years 1922 and 1923:

	December Tons	December Value	Year 1923 Tons	Year 1923 Value	Year 1922 Tons	Year 1922 Value
Netherlands	120	£5,925	430	£39,284	288	£31,608
France	27	11,420	380	111,368	243	87,293
U. S. A.	10	2,044	104	32,005	100	22,532
British India	170	7,006	1,415	89,627	1,505	101,559
Other Countries	1,572	58,841	10,275	558,881	7,464	519,017
	1,899	£85,236	12,604	£831,165	9,600	£762,009



SAL MOUNTAIN COMPANY
SAL-MO PRODUCTS

THE MARK TO BUY ASBESTOS BY

SAL-MO CONDUIT COVERING

Reduces the Cost of

STEAM POWER DISTRIBUTION

Especially designed for Underground and Exposed Steam Lines

MANUFACTURERS:

Sall Mountain COMPANY

140 S. Dearborn St.,
CHICAGO, ILL.

SCRANTON, PA.

BOSTON MASS.
268 State Street

Factories: Porter, Ind. - Scranton, Pa. - Rochdale, O.

The Padded Cell

Cells in municipal and other jails or lockups, are generally padded with excelsior covered with some sort of matting, the purpose of the padding of course being to prevent the prisoner from doing himself harm.

In Portland, Oregon, not so long ago, a logger crazed with moonshine, was placed in one of these padded cells in the municipal building. In some manner the prisoner came into possession of some matches, and not knowing what he was doing set the padding on fire. He burned to death before aid could reach him.

As a result, the city of Portland, gave an order to Gillen-Cole Company, insulation contractors, of that city, for the installation of fireproof padding in all the cells. The new padding will be of asbestos cloth casing, filled with ground cork, and tufted somewhat similar to a mattress.

This seems to be a new use for asbestos cloth, altho a very logical one.

A gentleman wrote us from Germany recently that he enjoyed reading "ASBESTOS" but on account of the exchange could not afford to subscribe.

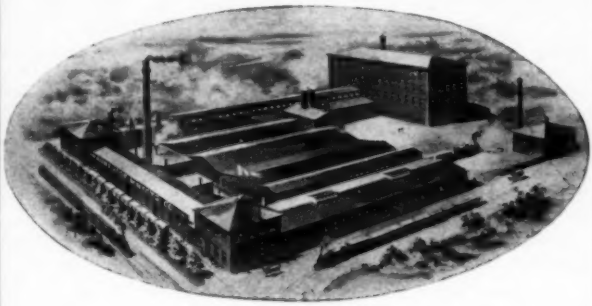
Subscribers and advertisers who have customers in Germany could do their German clientele a real favor by subscribing for them.

It would cost but $2.00 in United States money, against, we know not how many million marks in Germany.

CREATING A SURPLUS

An automobile owner installed a carburetor that was guaranteed to save twenty per cent on fuel. Then he put in special plugs guaranteed to save twenty per cent. Then he added an intake super-heater guaranteed to save twenty per cent; next a special rear axle also guaranteed to save twenty per cent. He put on high pressure "cords" that promised a twenty per cent saving. And now, with a fuel economy of 120 per cent, he has to stop every hundred miles and bail fuel out of the gas tank to keep it from running over!

This reminds us of a table on coal saved by the use of insulation, published some years ago. On the large steam-plant the table worked all right, but once a man tried to apply it (the table) to his own house heating plant, and found that on the same basis he would save more coal than he had in the first place. Figures don't lie, but sometimes they come darn near it!



ASBESTOS SHINGLES

ASBESTOS LUMBER

ASBESTOS CORRUGATED SHEATHING

The Best of Their Kind

Jobbers and Distributors Are Invited to Correspond

Asbestos Manufacturing Company
LIMITED
DRUMMOND BUILDING
Montreal - Que.

NEWS OF THE INDUSTRY

Our **Birthday** list this month is: A. J. Bromberg, Secretary of the Asbestos Textile Company, whose birthday occurs on March 19th; M. E. White, Treasurer of the Norristown Magnesia & Asbestos Company, March 21st; John F. Bolger, Vice President of the Allbestos Corporation, March 27th; A. S. Farmer, President and Treasurer of the Conneross Yarn Mill, April 3rd; A. W. Jack, President, A. W. Jack Corporation, April 8th. To all of these gentlemen we extend hearty congratulations and best wishes.

The Canadian Mining Journal of February 8th, contains an article **"Asbestos in South Africa."**

A very beautiful calendar has been received by "ASBESTOS" from **Hobdell Way & Company** of London.

Our February number announced the establishment by **Pierce F. Chartres,** of a sales engineering business, and suggested that Mr. Chartres was interested in making connections with manufacturers of power plant equipment, steam specialties, industrial appliances and labor saving devices. We inadvertently omitted in that announcement Mr. Chartres' address. His present location is 80 S. Allen St., Albany, New York.

The Maple-Leaf Asbestos Corporation Limited expects to again begin operations during the present month, and will shortly install in its pit a steam shovel and primary crusher This equipment should be working within sixty days and the Maple Leaf will then be in position to take additional business.

We are informed that the Maple Leaf Asbestos Corporation has closed its fiscal year with a larger tonnage of fibre orders than at any previous period and with no merchandise in its sheds.

A further report has been received concerning **Mediterranean Asbestos Quarries Limited,** to the effect that the profit and loss account from July 1922 (date of incorporation) to November 17th, 1923, shows a debit balance of £5,328, there being sundry creditors for a total of £1.851, of which £1,523 represents directors fees outstanding. Since it was decided to work thru a French Company, a subsidiary styled the Societe Anonyme des Carrieres Corses d'Amiante was incorporated, with a capital of 500,000 fr. nominal—reckoned in the balance sheet as £7,622—all of which is held by the Mediterranean Asbestos.

The Buffalo Asbestos Company of Dundee, Natal, Africa, continues according to our African correspondent, to hold its tremolite claims at Mount Umsinga, and its chrysotile claims in the Krantzkop Fields. It is regretted that activities cannot

Allbestos Corporation

High Grade Asbestos Textiles

Yarns, Brake Linings
Clutch Facings
Listings
Plain and Metallic Asbestos Cloth
Wick, Rope and Asbestos Specialties

Manufactured directly from the raw materials to the finished product in our own factory.

Belfield Ave. and Fisher's Lane
LOGAN, PHILADELPHIA

be reported on either of these properties but the Company which consists of certain gentlemen of sound financial standing, is doubtless waiting a favorable opportunity for a "forward move."

A neat blotter and handy memo pad have been received by "ASBESTOS" from **Mr. Charles H. Stringer,** dealer in Asbestos materials in Newark, N. J.

Our correspondent in Africa tells us that ten tons, partly china clay, partly asbestos fibre, sent in one truck from **Durban to Johannesburg,** costs £12:1:8, for freighting. Roughly mixed together and styled boiler lagging, the railage charged then becomes £82:10:0, adding 100% to the f. o. r. Durban price. Several months of correspondence and certain interviews resulted in this absurd state of affairs being—confirmed!

The incorporation of the **Felt Products Mfg. Company,** with offices at 2427 W. 14th St., Chicago, has been announced. The company is capitalized at $50,000, for the purpose of manufacturing and dealing in felt, cork, asbestos and other materials. The incorporators are Hugo Herz, Albert Mecklenburger, E. H. Mecklenburger.

The **Orsco Building Materials Company** of Des Moines, Ia., announce as of February 1st, 1924, their resumption of business after being closed down for two months on account of an involuntary receivership.

The receivership was due to the fact that the company had overstocked with slow moving materials and real estate. Their assets, fully depreciated, always greatly exceeded their liabilities however; they have settled every dollar owed and are now resuming business in a better financial condition than ever before.

The Company will be incorporated shortly, and details of the incorporation, which promise to be of interest, will be announced in these pages somewhat later.

Prospecting for asbestos continues intermittently in **Zululand,** but those who secure claims appear to drop looking for fibre and start hunting for some philanthropist prepared to buy their ground at £1,000 per claim, said philanthropist to take all risks of undeveloped ground, etc.

There are persistent rumors of a valuable find of tremolite asbestos in the north of **Natal,** and we are promised some definite information shortly.

The American Covering Manufacturing Company, Inc., 336-360 Wayne St., Jersey City, N. J., recently purchased the plant of the Niagara Felt & Paper Company at Niagara Falls, N. Y., and, as of January 1st, 1924, began the manufacture of Asbestos Paper.

The American Covering Mfg. Company was organized on

June 15, 1922, by C. R. Burkhardt, President and General Manager, and P. H. Hilbig, Treasurer and General Sales Manager, both these gentlemen having been previous to that date, connected with the National Asbestos Manufacturing Company at Jersey City.

On June 1, 1923, additional capital was secured to take care of the expansion of the business and on that same date Mr. Walter J. Petschek became Treasurer and Credit Manager.

The business of the company up to January 1st, 1924, was devoted exclusively to the manufacture and sale of Air Cell, Wool Felt and other insulating materials.

E. B. Cotton, connected for some years with John W. Wallace Company of New York City, and later conducting his own business under the name Asbestos & Magnesia Products Company, is now in charge of the Construction Department of the **American Covering Manufacturing Company.**

Mr. Rundle Olds, Mines Manager for **Cape Asbestos Company Limited,** London, (which company owns extensive blue asbestos bearing ground in Cape Colony) left South Africa on February 15th, for a few months holiday in England.

The annual financial report of the **Asbestos Corporation of Canada** for year ending December 31st, 1923, shows a shrinkage of 50% in operating profits and with no write-off for depreciation and depletion, a surplus of only $22,330 after the dividend distribution of the year.

Operating profit for the year, after provision for income tax, was $368,936, as compared with $727,093 in 1922. Income from investments was $183,394 as compared with $152,192. Total income was $552,330 as compared with $879,285. Bond interest required $150,000. Dividend requirements were $380,000, as compared with $460,000 in 1922. Application of the previous surplus leaves a credit to profit and loss of $2,233,406. During the year $280,000 was distributed to preferred stockholders and $180,000 to holders of common shares.

While the company's working capital position is impaired to an extent of $500,000, the company is still, of course, in a very powerful position, net working capital being over three millions.

The February 16th issue of the India Rubber Journal makes mention of a **treatment** in the form of sizing for **asbestos paper, board or fabric,** this treatment giving a greater strength to the material and protecting it from the effects of moisture. It also overcomes the tendency of asbestos packings or gaskets to tear when removed after some months' service.

The Union Asbestos and Rubber Company has taken office space in the Straus Building, now under construction at Michigan Avenue and Jackson Boulevard in Chicago.

In spite of the excellent nature of the deposit at Krantzkop,

Asbestos Fibre

for the manufacture of

Roofing Cements · Fibrous Paints
Filtration Packings
Asbestos Shingles and Lumber
Insulating Cements
Asbestos Paper · Pipe Coverings
Asbestos Millboard
High Temperature Cements

THE QUEBEC ASBESTOS CORPORATION

Office and Mines
EAST BROUGHTON, PROVINCE *of* QUEBEC
CANADA

Natal, Africa, **Natal Asbestos Limited** has been compelled thru lack of financial support, to abandon its prospecting claims, and now a recent notice in the Government Gazette and the local press indicates that even the two mining claims cannot be held for the same reason.

At the annual meeting of the **Maple Leaf Asbestos Corporation, Limited,** held recently in Montreal, the following officers were elected: president, J. G. Smith; vice presidents, Philip Wiser and B. Marcuse; secretary-treasurer, E. Deschenen. Mr. Wiser will have charge of production and Mr. Marcuse of sales, as in the past.

J. Gillmur Tyson, President of the American Asbestos Company at Norristown, **C. J. Stover,** President of Consolidated Asbestos Limited, Montreal, and **N. R. Fisher,** Mines Manager Consolidated Asbestos Limited, Thetford, recently spent an enjoyable week at Pinehurst, N. C., where they golfed to their hearts' content.

Some years ago there was formed an organization of Asbestos producers, brokers, and manufacturers, under the name **"Asbestos Industries,"** the object of the organization being a publicity campaign in behalf of Asbestos and Asbestos Materials. The project was finally abandoned for various reasons, but at the time of abandonment there was a small sum in the Treasury. The sum, with interest now amounts to approximately $100, and it has been suggested by the President of the organization at the time of its formation, Dr. Richard V. Mattison, that the sum be used for the furthering of the cause of Asbestos—specifically as prizes to be offered for certain articles or suggestions, for instance the best new use of Asbestos, etc. The matter will be worked out and more fully detailed in a later issue. In the meantime, we would be glad to have suggestions from our readers.

A. M. O'Reilly has been appointed Manager of the Albany District of **Johns-Manville, Inc.,** superceding Pierce F. Chartres resigned.

The Idaho Montana Asbestos Company of Idaho Falls, Idaho, with New York Office at 1465 Broadway, has just issued a most attractive 28 page pamphlet describing their Asbestos Deposit, and offering stock in their company. The company offers the first allotment of 50,000 shares at $1.00 per share; second 50,000 shares at $1.25; third 50,000 at $1.50 and fourth 50,000 at $1.75, subject to prior sale, payment to be made in three installments if desired.

The Apulian Aqueduct in Southern Italy, now nearing completion, is the largest of its kind in the world, the main line being 152 miles long, with 841 branches supplying water to 266 communities with a total of 3,000,000 people. Some of the

Nederlandsche Asbest My.

Importers of Asbestos
Crudes and Fibres

ROTTERDAM - HOLLAND

Tel. Address:
Nedam Rotterdam

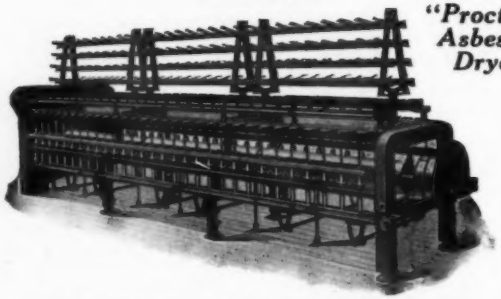
P. O. BOX 803

Codes
A B. C. 5th Edition
Western Union
Lieber's Code

ASBESTOS YARN MACHINERY

"Smith-Furbush"

"Proctor"
Asbestos
Dryers



PROCTOR & SCHWARTZ, INC.

Formerly Smith & Furbush Machine Co.

Seventh St. & Tabor Rd., Philadelphia, Pa.

pipes are made of asbestos cement, manufactured no doubt by **Pietro Artificiale Eternit of Genoa.**

The **Asbestos Covering and Textile Company** of Boston, Mass., has just added Mr. John J. Sullivan to their sales force. Mr. Sullivan will specialize entirely on pipe covering contract work, having had a great deal of previous experience in the heating business.

A recent proclamation dated Dec. 31, 1923, issued under Sec. 5 of the Customs and Excise Duties Amendment Act, 1922, states that in view of the depreciation of the exchange value of the currency of Belgium and Italy, **asbestos-cement sheets,** super-phosphates and cement of Belgian manufacture, and asbestos cement sheets of Italian manufacture, are being imported into the Union of South Africa at prices detrimental to South African industries, and that therefore in the case of such goods imported into the Union, the Belgian franc and the Italian lire shall be converted into Union currency at the rate of not more than 65 francs and 65 lire, respectively, to the £1 sterling, and that there shall be charged on these goods a special or exchange duty equal to the difference between the f. o. b. value of the goods as charged to the importer and the f. o. b. value thereof at the rate of exchange prescribed above; provided that the special or exchange duty shall not exceed 50 per cent of the value so determined.

It is reported that T. F. Manville has been elected chairman of the board of **Johns-Manville, Inc.,** having been succeeded as president by H. E. Manville, formerly vice-president and secretary. L. R. Hoff has been chosen vice president and general manager and W. R. Seigle, vice-president and general manager of factories and mines.

According to report of the Statistical Office, Custom House, London, 10 tons of asbestos crude and fibre were imported by Great Britain from Russia during the month of January, 1924.

Don't forget the **$20.00 prize,** offered in the January number for the best article on "Queer Experiences of an Asbestos Salesman". Friend wife could make good use of that $20.00 in buying her Easter outfit.

BUYERS CLASSIFIED INDEX

Being a listing of those firms whose products are of particular interest to those in the Asbestos Industry.

Rate for listing supplied on application.

We hope to gradually make this listing of great value to our readers.

ASBESTOS TEXTILE MACHINES

WHITIN MACHINE WORKS, Whitinsville, Mass.

ASBESTOS ROOFINGS

UNDERWRITERS LISTED

2-Ply White Seal in Rolls

3-Ply White Seal in Sheets

4-Ply White Seal in Sheets

4-Ply Fire Chief Burlap Centre in Rolls

2-Ply Black Seal in Rolls

3-Ply Black Seal in Sheets

4-Ply Black Seal in Sheets

1-Ply Imperial No. 2 Asbestos Saturated Felts in Roll

ASBESTOS BASE FELT ROOFINGS

Asbescoat—No. 52 Roofing—50 lb. in Rolls
Asphalt Coated Both Sides

Asbeslate Roll Roofing—85 lb. in Rolls
Either Red, Green or Blue Black

Asbeslate Std.-Individual Shingles 8x12¾
Either Red, Green or Blue Black

Asbeslate—Strip Shingles—"4-in-1", 10x32 in.
Either Red, Green or Blue Black

H. F. WATSON CO.

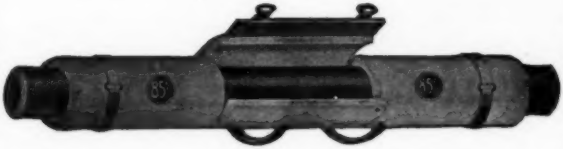
Main Office and Factories **Erie, Pa.**

79 MILK ST. BOSTON

5331-9 SO. WESTERN AVE. CHICAGO

85% Magnesia

STEAM PIPE AND BOILER INSULATION AND LOCOMOTIVE LAGGING



The Lightest Weight Steam Pipe and Boiler Insulation Made

That is Structurally Strong and Permanently Effective

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"Ehret's 85% Magnesia"

Made at

VALLEY FORGE, PENNSYLVANIA

Since 1897

By

Ehret Magnesia Manufacturing Co.

Distributors Everywhere

BRANCH OFFICES

NEW YORK PHILADELPHIA CHICAGO

¶ One of the pioneers in the industry, whose association with it covers a period of over twenty years, recently visited our "Thetford" mine workings for the first time.

¶ He was kind enough to say, on returning to the surface:

¶ "Never have I spent a more profitable and instructive two hours at Thetford, nor have I seen a better showing in any pit in the district in all my experience."

¶ This, together with his pleasurable surprise over our recently enlarged "Thetford" mill, which handles more ore daily than any mill in the camp, leads us to hope that all associated in the Industry will not fail to favor us with a "look around."

Consolidated Asbestos Limited

Canada Cement Building

Montreal, - Canada